

PROGRAM SELECTION CHART

PRE-EXPORT		POST-EXPORT							
1. Need: To finance pre-export operations		TYPE OF PRODUCTS:							
		1. Capital Goods and Services				2. Spare Parts/Consumables/Raw Materials			
		Need: To extend credit items to foreign buyers To be competitive with foreign suppliers				Need: To use AR's in collateral base To extend credit to buyers			
Problem: - Lack of collateral - Lender unwilling to increase line due to financial concerns		Sale - \$10 Million and Under					Sales of Any Size		
		Solutions/Options:		Insurance	Guarantees	CGF	Loans	Insurance	
		Advantages:	- Fast turnaround - No review of documents by Ex-Im Bank - Can be offered by supplier - Spanish financial statements acceptable - Lease coverage	- Legal documents already in place - Bank may cover 15% cash payment - Documents approved before guarantee put on note - Unconditional - Transferable	- Fast - Line in place - No legal documents - Local currency loan - Local bank approval of buyer	- Fixed interest rate	Small Business	Other	
Solution: Working Capital Guarantee Program		Considerations:	- Conditional coverage		- Limited countries - Usually local interest rates	- Legal documents to be written - Shipping requirement - No bank involved for cash payment	Advantages: - Reduced premiums - Enhanced % of cover - Enhanced assignment - No exit requirement for Environmental Policy	- Likely to have a discretionary credit limit	
		Best Used When:	- Time is essential	- Bank willing to lend with Ex-Im Bank guarantee	- Best, if in place	- Fixed interest rate needed	Considerations: - No discretionary credit limit for Umbrella Policy		
		Sale - Over \$10 Million							
Solution: Small Business Insurance Policies “Enhanced” Assignment		Solutions/Options:		Guarantees	Loans		Project Finance		
		Advantages:		- Same as above	- Fixed interest rate		- Credit decision based on cash flows		
		Considerations:			- One-off legal agreement - No cash payment financing provided		- Suitable for large transactions only - Complex		
		Best Used When:		- Bank willing to lend with Ex-Im Bank guarantee	- Facing tied aid competition - Fixed interest rate needed		- Large greenfield projects when direct sovereign guarantees not available		